Message Text

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E.O. 11652 : NA
TAGS : BEXP, NI
SUBJ : FY 76 COUNTRY COMMERCIAL PROGRAM

REF : FIEDLER -WHITE VISIT

1. HEREWITH CERTAIN EXPLANATORY NOTES ON DRAFT CCP FOR FY 76
THAT WE REVIEWED WITH FIEDLER AND WHITE.

2. WE USED 204 MAN DAYS AS NORMAL MAN YEAR (BECAUSE THIS
DIVISIBLE BY 4) AND SO ARRIVED AT FIGURE OF 255 MAN DAYS FOR
FY 76 (I.E. 15 MONTHS).

3. UNDER OTHER ACTIVITIES WE SHOWED 40 MAN DAYS IN SUPPORT
SPECIAL TRADE PROMOTIONS, I.E., AVIONICS AND CONSUMER GOODS.
SUPPORT FOR SEMI-ARID LAND AND TELECOMMUNICATIONS PROMOTIONS
INCLUDED IN PRODUCT CAMPAIGN MAN DAYS.

4. UNDER OTHER ACTIVITIES WE SHOWED 40 MAN DAYS FOR MARKE
RESEARCH, AND THESE WOULD BE FOR NEW RESEARCH PROJECTS TO
BE ASSIGNED IN COURSE FY 76 BUT NOT YET IDENTIFIED. WE ARE
ASSUMING THAT RESEARCH REQUIREMENTS FOR PROMOTIONS SCHEDULED
FY 76 WILL BE MET BY REPORT OF COMMERCE MARKET SURVEY TEAM
IN CASE OF SEMI-ARID LAND, TELECOMMUNICATIONS, AND CONSUMER
GOODS, AND BY POST CONDUCTED REPORT ON AVIONICS AND
GROUND SUPPORT EQUIPMENT DATED JANUARY 22, 1975.

5. IN SECTION IV OF CCP DRAFT, FIGURES FOR TOTAL RESOURCES
UTILIZED UNDER DIRECT COSTS ARE OUR BEST ESTIMATES; FOR TOTAL
RESOURCES AVAILABLE UNDER DIRECT COSTS WE HAVE USED SAME
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FIGURES BUT ACTUAL AVAILABILITY DEPENDS OF COURSE ON FY 76

BUDGET ALLOCATION.

6. IN COLUMN HEADED OTHER UNDER DIRECT COSTS (ALSO SECTION IV)
FIGURES OPPOSITE 4.11 CERP AND 4.15 BUSINESS SERVICES ARE
PRIMARILY FOR PROCUREMENT OF REPORTS AND PUBLICATIONS.
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